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USAID AGRIFUTURO PROGRAM ANNUAL PERFORMANCE MONITORING REPORT

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ACRONYMS

ACAFANA	Associação de Camponeses das Famílias de Nawotxe
ACOF	Agricultura Comércio de Olinda Fondo
ADRA	The Adventist Development and Relief Agency
AFLASAFE	Natural method for preventing the formation of aflatoxin
AgCLIR	Agriculture Enabling Environment- Commercial Legal and Institutional Reform
AICAJU	Instituto do Cajú
ALIMI	Empresa De Comercialização De Produtos Agrícolas
ASC	Agribusiness Service Clusters
BDS	Business Development Services
BOM	Banco de Oportunidade de Moçambique
CAL	Corredor Agro Lda.
CDN	Corredor de Desenvolvimento de Nacala
CEPAGRI	Centro de Promoção de Agricultura
CISTER	Agribusiness Private Company
CLUSA	Cooperative League of the USA
COP	Chief of Party
COTR	Contracting Officer's Technical Representative
DCA	Development Credit Authority
DG	Discretionary Grants
DSV	Departamento de Sanidade Vegetal
EAM	Empreendimentos Agrários de Moçambique
EED	Enabling Environment Director
FACANA	Forum das Associações de Camponeses de
FedMoz	Federação de Agricultores de Alto Molocué
FOSCs	Farmer Owned Service Centers
FRUTICENTRO	Associação dos Fruticultores do Centro de Moçambique
FRUTINORTE	Associação dos Fruticultores do Norte de Moçambique
FRUTISUL	Associação dos Fruticultores do Sul de Moçambique
FtF	Feed the Future
GAP	Good Agricultural Practices
GHFSI	The President's Global Hunger and Food Security Initiative
GoM	Government of the Republic of Mozambique
GIZ	German International Cooperation
IEHA	Initiative to End Hunger in Africa
IIAM	Agrarian Research Institute of Mozambique

IKURU	Mozambican Farmer Owned Company
INCAJU	Instituto do Cajú
IPEX	Instituto de Promoção de Exportações
ISPM	Instituto Superior Politécnico de Moçambique
JETRO	Japan External Trade Organization
M&E	Monitoring and Evaluation
MAP	Molocué Agro Processamento
MINAG	Ministério da Agricultura
MOU	Memorandum of Understanding
NGO's	Non-Governmental Organization
OLINOTU	Private Company
PMP	Performance Monitoring Plan
PRODEZA	Projecto de Apoio ao Desenvolvimen Rural na Província de Zambézia
SANA	Clusa, Africare, and Save the Children Consortium
SNV	Dutch Development Aid
SOGIZA	Sociedade de Gestão e Investimentos da Zambézia
SOW	Scope of Work
STTA	Short Term Technical Assistance
TNS	TechnoServe
UCODIN	Unidade de Coordenação do Desenvolvimento Integrado de Nampula
UNILURIO	Universidade do Lúrio em Nampula
UEM	Universidade Eduardo Mondlane
USAID	United State Agency for International Development
VCL	Value Chain Leader

I. EXECUTIVE SUMMARY

BACKGROUND ON AGRIFUTURO ACTIVITIES DURING OCTOBER –DECEMBER/ FY12

This quarterly progress report for the AgriFUTURO project, implemented by Abt Associates covers the period from, October 1, 2011 through December 31, 2011. This quarter represented a critical juncture for the project as it tried to accommodate the various changes required as the project shifted from an IEHA project to The President's Global Hunger and Food Security Initiative (GHFSI), (or "Feed-the-Future - FTF"). As a result, the project encountered considerable implementation challenges including:

- Geographical changes : including the elimination of Niassa and Angónia, the most productive or the projects targeted area and addition of Zambézia in the geographic focus;
- Changes in value chains: including the addition of pulses (pigeon peas, cowpeas beans, and common beans) and elimination of maize and forestry.
- Indicator Changes: Addition of several output/process indicators, significant disaggregation of existing indicators; FtF request for targets in areas not measured before and/or for which the project has no baseline; and changes in definitions.

Therefore, during the quarter, the project focused on the M&E Component, strategic planning, and training, in addition to seasonal crop planting assistance. The strategic planning and M&E training was accomplished with our partners in order to design the best strategies responding to the new requirements.

The project's M&E subcontractor Steve Wingerts completed a monitoring and evaluation trip between October 29 and November 12, 2011. Steve focused on the preparation of a second revision of the M&E plan and performance indicator targets within a 6 month period. He also provided training to AgriFUTURO value chain leaders and the M&E staff. Specifically, during Steve's visit the following activities were undertaken:

- Regular meetings with USAID staff to clarify data requirements;
- Preparation of the reference sheets with detailed definitions of the results (outcome) and output/process indicators and specifications for collecting and reporting data.
- Preparation and implementation of a training program for value chain leaders (VCLs) and M&E staff on program changes that required modification of our indicator targets, and
- Provided specific training for nine (9) project staff on indicator definitions in order to derive new indicator quantitative targets. This training was held over several days in Maputo at AgriFUTURO's office.

From the field management perspective, challenges included:

- Identifying new partners, commercial farms, and associations in Zambezia to achieve project goals under FtF
- Planning for a new value chain (pulses) shortly before the beginning of the planting

season

- Opening a new office in Quelimane, including additional staff, vehicles and office space
- Identifying ways to make up the significant loss of production volume and sales represented by the loss of Angonia district in Tete and the loss of the large number of associations affiliated with the ALIMI Cooperative (a project FOSC in Nampula)
- Identifying strategies to replace the loss of maize sales, production volume and investment
- Identifying strategies to replace the forestry industry for job creation and investments.

Following is presented an example of the impacts of the changes on the project approach.

I.1 IMPACT OF THE CHANGES ON PROJECT PERFORMANCE

Table 1 represents the loss of production volume and sales from Tete in Angonia (Tete Province in the Beira Corridor) from October to December 2011. In terms of volume of incremental sales, the three associations working in Barue (Manica Province) sold 150 tons of maize to World Food Program (WFP) valued at 959.700 Mts (US\$35,519)

TABLE I. VOLUME AND VALUES OF MAIZE TRADE WITHIN BEIRA CORRIDOR

District	Associations	Volumes (in tons)	Price (Mts/kg)	Value of incremental sales	
				MTs	US\$
Barué	Nhampassa	60	7.36	441.6000	16,356
	Chindengue	60	7.36	441.6000	16,356
	Honde	9	8.50	76.700	2,833

Source: AgriFUTURO, January 2012

Dengo Comercial, an input provider, invested approximately 2.000.000 Mts (~US\$74,074) of its own funds to purchase maize seeds produced by emerging farmers working with the project outside of Tete Province.

In terms of impact from both cases:

- Despite AgriFUTURO assistance throughout most of the last calendar year, the project was not able to count approximately US\$109,618 in value that went to smallholders from their sales of maize seeds and grain.
- The project also lost the gains that should have accrued in assisting Dengo Comercial on the importation of maize foundation seed (variety ZN 523) from Zimbabwe. Dengo will multiply and distribute ZN523 to input dealers working in Manica and Tete Provinces.

I.2 HIGHLIGHTS AND ACHIEVEMENTS

- **Abt's Jay Knott and Rich Small visit the project late November**

Jay Knott, Abt Executive Vice-President, and Richard Small, Chief Financial Officer visited

the project from November 28 – December 6, 2011. The purpose of their visit was to review the programs being implemented by Abt in Mozambique including CHASS – a USAID funded health program and AgriFUTURO. They visited the following AgriFUTURO project sites:

- Beira Corridor: ASC- SNY (“Mr. Peter Wasiwei”) and his emerging farmers program (EF) and the warehouse site for the seed cleaning facility: ISPM to see its new campus and discuss the soil/seed laboratory that is to receive a project grant through the Centro Educacional Njerenje” (Kota Benade).
- In Nacala Corridor: UNILURIO aflatoxin lab visit; Lozane Farms in Alto Moloque to meet with FediMoz forum of associations and hear the plans for the soy seed/commodity campaign; Dr. Jorge Ferrão, Rector of UNILURIO to discuss on-going support for the aflatoxin lab; IKURU to discuss program assistance and grant support and Corredor Agro (CAL) to review the ASC program, review problems with last seasons’ EF and plans for working with small holders in new areas in Nampula and Zambezia.

Jay and/or Rich also met with USAID’s ATB team, USAID Director, Todd Amani, Minister of Agriculture, José António Pacheco, and ex-Prime Minister Luisa Diogo.

The last day of the visit Jay Knott said:

“After this trip, I have a great understanding of the team and the work being done. I strongly believe we have all the conditions to achieve success by the end of the project and this is my expectation,”

- **Participation in the Grow Africa Meeting in Dar es Salaam**

Along with AgriFUTURO staff, the project assisted the Deputy Minister of Agriculture and the head of CEPAGRI, Abdul Cesar, attend the Grow Africa meeting. The project also sponsored the participation of three private sector companies representing ASCs working with emerging farmers and/or small holders. Grow Africa is an off-shoot of the Africa Economic Forum, an initiative of the World Economic Forum. Its objective is to provide a venue for African nations to showcase their respective countries for potential international investors. The project is assisting USAID in preparing the GOM to better represent Mozambique at the next Grow Africa meeting to be held in Ethiopia in May.

- **Workshop on Agro-business Forum in Johannesburg**

AgriFUTURO sponsored the participation of Stefano Gasparini (VCL in Beira Corridor) and Judite Macuacua (a private entrepreneur working in Nampula) in the Agro-business Forum titled: “Engaging the Private Sector for Africa’s Agri-Food Growth”, held in Johannesburg. The Forum was an excellent networking venue for both the project and Ms. Macuacua

- **Data Quality Exercise**

The Project M&E staff facilitated Lidia Calvo and Rasmus on the Data Quality Assessment exercise for USAID’s M&E review. The assessment took place in the Beira and Nacala corridors. For this visit, three indicators were subject to verification; value of private investments; value of sales; and value of rural loans. The team made recommendations in both sites to strengthen the record systems used by project beneficiaries especially at association level. They also recommended the revision of current M&E tools in order to avoid duplication of information when working with USAID funded partners. However, the mission team has not yet sent the trip report with the official recommendations or concrete changes to be made.

- **Irrigation Systems**

Through Project assistance, two irrigation systems have been offered to the Project beneficiaries. In Nacala Corridor, the Provincial Government of Nampula has offered a system to Multifrutas, the company that will establish the first MD2 nursery in Nampula with Project assistance. In Manica an irrigation system was provided by the Manica Provincial Directorate of Agriculture (SDAE of Barué) to Sr. Peter Wasiwei of Sementes Nzara Yopera. The system has a capacity to irrigate 10-20 hectares and is valued at 750.000 Mts (US\$26,000).

- **Port Study**

The project launched the final report and recommendations for the critical path review of the Nacala Port. Using the Matanuska, a privately held banana exporting company bananas as a case study, the project analyzed each step of getting a container of bananas from the farm to the embarkation of the ship. A stakeholders' meeting was held in Nampula and attended by approximately 35 participants, including senior Provincial Government staff, CDN, port facilitation agents, port users and development agencies.

- Outcomes/Recommendations of the Nacala Port critical path analysis are as follows:

- There is consensus that the initiative needs follow up in the form of an ongoing initiative coordinated by Government entities such as UCODIN, CEPAGRI and IPEX;
- An action plan was designed and includes:
 - a) Creation of "one stop shop" for port exports: An SoW for assistance to establish the BAU (Balcão Único de Atendimento) is in process and being handled by IPEX;
 - b) Establishment of a continuous forum for dialogue between stakeholders: Port management, shipping agents, Government, private sector port users, etc. The forum is being established to identify problems and provide – fast solutions where all interested parties are involved in finding a solution. To date, two meetings have been with stakeholders to work on the implementation of analysis recommendations.
 - c) Establishment of an exporter association as a hub to address logistic constraints related to port operations and inland freight issues. A steering committee is to be formed to address legal procedures and mobilize critical human and technical resources;

Project will facilitate two more studies on:

- A similar critical path and efficiency exercise for the Port of Beira is underway in cooperation with the Southern Africa Trade Hub. While AgriFUTURO's part of the study will be similar to that of the Port of Nacala, SATH will trace product from Malawi to Beira to determine the costs, logistics, etc. for regional users of the port in Beira. the
- A macro level study for both the Ports of Nacala and Beira based on the aforementioned studies for the Ports of Nacala and Beira Port. This study will look at the overall impact of port costs and logistics on the agricultural economy. The emphasis will be on the economic effects of reducing port costs and improving efficiencies, on medium and small producers.

- **Friends of Agribusiness**

With USAID and CEPAGRI, AgriFUTURO hosted the first "Friends of Agribusiness" Forum. The purpose of the forum is to develop a "policy" action group to push key issues identified by the group. The forum is comprised of donors, NGO's and private sector representatives.

The COP has opened a dialogue with SNV, to share business training costs and work together to establish new business service providers within the Beira and Nacala corridors as well as other Friends of Agribusiness policy initiatives.

- **MD2 Pineapple in**

The plans for first trial of MD2 pineapple are progressing well. We are preparing to plant in Nampula at MULTIFRUTAS farm before the end of the first quarter, 2012: 1) land preparation is completed; 2) Consultant, Ian Redman visited the MD2 source farm for suckers in SA and verified that the material is original and had been transferred from Costa Rica where the clone was developed; 3) the suckers will be shipped to Nampula via Nacala in late January/February. After the multiplication of the suckers, that will take approximately 4 years, the material will be distributed to smallholders interested in producing MD2. The project provided dedicated technical assistance for the production activities and trained technical staff that belongs to Multifrutas.

- **Mobile Money Initiative**

The USAID Telecom technology officer - Judy Payne, visited the Beira Corridor to conduct a feasibility study assessing the conditions for implementing a tech based commodity price and information model enabling the exchange of information in Mozambique. A similar model has been implemented in Ethiopia. The project facilitated the link with various stakeholders operating in Manica province. It is hoped that Judy's visit will result in an opportunity to use new technology to convey agricultural and marketing messages.

I.3 COMPARISON TARGETS VERSUS ACTUAL FOR SELECTED INDICATORS

Value of new private sector investment: Aggregating both corridors, during the first quarter of FY2012, the project facilitated US\$769,490 in private investment, representing only 4% of the total target (US\$18,493,000). It is still early in the fiscal year. We believe there will be major investments during the year in companies such as Higest, Esuf Vally, and Abilio Antunes. Most of these investments will directly benefit AgriFUTURO's soy producers

Number of jobs: the total is below expectations. Only 731 new jobs were generated (23% of the 3,136 target) including 205 jobs for women, corresponding to 23% of total jobs generated during this quarter. Due to changes in the definitions required by FtF and the loss of forestry, this target is dependent on job creation during the harvest seasons.

Value of total exports: exports are low during this quarter. However, most of the processing companies were still processing product to be exported. This quarter, the project facilitated exports of groundnuts, sesame and beans (pigeon peas primarily pigeon peas). The value of total exports reached approximately US\$1,160,564 corresponding to 3% of the total target.

Number rural households (HHs) benefited: In both corridors the AgriFUTURO benefited a total of 62,407 households representing members of associations working with the project. Approximately 23,362 households are female headed (representing 37%).

Value of incremental sales: Total sales reached US\$1,553,658 (representing about 5% of the total target). Lower sales for this quarter is expected as, for most crops, this quarter represents planting season. This value represents residual sales from the previous agricultural cycle.

Number of private enterprises and producers organizations receiving assistance: Assistance was also provided to 18 enterprises, benefitting approximately 160,000 direct

beneficiaries (producers and employees). Of the total employees in the assisted enterprises, about 28% were women (32% in the Nacala Corridor and 19% in the Beira Corridor).

Value of rural agricultural loans: From both ci loans, this represents 55% against the total target. The major contributor, totaling US\$1,010,142.15 came from groundnuts in the Nacala Corridor followed by US\$ 400,000 in soybean from the Beira Corridor.

I.4 CONSTRAINTS ENCOUNTERED DURING IMPLEMENTATION

MONITORING AND EVALUATION:

- Data collected from October and December did not address the FtF requirements because FtF indicators were still under discussion and there were several changes taking place during that period. Therefore, the project will only report fully under new FtF criteria in the next quarter where possible. This will allow additional time to work on training materials from the primary data sources during the next quarter as well as determine how to calculate yields and gross margin in cooperation with MSU
- Data for bean varieties is incomplete for this quarter and difficult to collect because beans were included as a value chain only at the start of the quarter. Therefore, there was limited time to plan or source varieties. Although the project is linking producers to markets, most beans to be included this fiscal year were planted with limited project assistance, VCLs and M&E officials are still in the process of disaggregating bean types planted with and without project intervention.
- The establishment of targets for new areas, new value chains and new indicators was also done during the holiday season, making it difficult to follow FtF requirements by the end of December.
- The M&E officials still face difficulty in accessing information on the fruit value chain because the beneficiaries complain of delays in the grant process. Grant delays for fruits are due to the difficulties of designing environmentally appropriate irrigation systems and the lack of a TNS fruit VCL in the Beira Corridor.

GRANTS AND SUBCONTRACTS:

- Lack of medium and long term planning of STTA's resulted in constant requests of approvals to the mission delays in approvals for STTA's affected the implementation of project. These were overcome with the CO formalization of approval procedures in December 2011;
- Under the grant process, the fact that the project would rely on the grantee to provide specification of equipment awarded under the grant agreement for purchases increase the lengthen of the delivery of the award, two reasons: (i) the procurement process would start after the signature of agreement from both sides and (ii) the bidding process would start in Mozambique and then in the United States as applicable. This procedure was reverted to start the procurement in parallel after the proposal is approved by both the contractor and USAID.
- LTTA's :

2. AGRIFUTURO COMPONENT ACTIVITIES

2.1 IMPROVE THE ENABLING ENVIRONMENT FOR AGRIBUSINESS

DEVELOP A STAKEHOLDER BASE FOR CHANGE

- **Fruit associations:** The project is still supporting the creation and consolidation of a fruit association at national level:
 - Beira Corridor: Monty Hunter, signed a contract with AgriFUTURO project to temporarily manage the full establishment of FRUTICENTRO.
 - Nacala Corridor: A project consultant submitted the first analysis for the establishment of Fruitinorte. The document will be translated and presented to the association's committee in early December.
 - The project is discussing the establishment of a national fruit federation with Frutisul. The project will work with Frutisul during 2012 for it to work directly with its future regional association members;
- **Soybean Association:** Discussions with stakeholders were initiated in the Nacala Corridor towards the establishment of the soy bean association;
- **Cashew association integration:** Two project consultants commissioned to work with AICAJU on the integration of smallholder producers and processors, continue working on a platform for integration. Two separate associations are being considered, AICAJU Processors Association and a Smallholder Producers Association. Final recommendations on the integration will be made during the first quarter of 2012;
- **Cooperative development:** The Project was able to register the associations of Dombe and Angónia as cooperatives under the new Cooperative Law. Starting in January, 2012 these two new cooperatives will be ready to operate as cooperatives.

DEVELOP A NATIONAL COMPETITIVENESS STRATEGY

- AgCLIR assessment report is still being disseminated among different government and non-government agencies. Selected priority recommendations will be discussed in the agenda of the "Friends of Agribusiness" forum meeting to be held early next year

DEVELOP A NATIONAL COMPETITIVENESS REFORM AGENDA

- AgriFUTURO continues to assist DNSV/MINAG and Universidade Eduardo Mondlane (UEM) in fruit fly monitoring in Manica Province:
 - There is a serious presence of fruit fly infestation in Manica Province. A comprehensive report was produced and presented to the Council of Ministers, chaired by President Guebuza. It was resolved that this report should be shared with all provincial agriculture authorities in order to increase the measures of control and surveillance and that an effort should be made to produce additional information to be shared with neighboring countries in order to initiate conditional arrangements for trade. Currently an analysis is in process by a team of UEM consultants to be used for awareness at high levels of Government and for neighboring countries.

- **Green banana:** the draft report of the green banana study is ready and is under review within the scientific team at UEM that will share the result shortly with AgriFUTURO. The report will also be presented in Greece at a scientific conference in May 12.

AgriFUTURO will participate in the launch of two projects funded by USDA and USAID affecting agribusiness in Mozambique:

- **Fruit Fly Project:** The project continues to build capacity in Mozambique to effectively perform surveillance and monitoring activities. The project goals are to ensure the maintenance of Mozambique areas declared pest free zones, to propose and promote post-treatment methods for mangoes, finalize the green banana study and present validated results regionally;
- **Aftatoxin Project :** Introduction of AFLASAFE in Mozambique, improve testing capacity of a mycotoxin lab in Mozambique

2.2 EXPAND AND STRENGTHEN AGRIBUSINESS DEVELOPMENT SERVICES

DEVELOP VALUE CHAIN-FOCUSED AND, PRIVATE SECTOR-RUN AGRIBUSINESS SERVICE CLUSTERS (ASC)

- AgriFUTURO made major progress in developing agribusiness service clusters (ASC) using the emerging farmer approach linking farmers to finance and markets. As a result, the following service providers work with the project::
 - Beira Corridor: Phoenix, G&G Vinson, Centro Educacional Njerendje, Agro-Pecuaria de Manica, Prio foods, Sementes Nzara Yaperu,
 - Nacala Corridor: CISTÉR Mozambique, Corredor Agro Mozambique Lda (CAL) , OLINOTU, MULTIFRUTAS, MIGUEL FORTES E FILHOS LDA, LOZANE FARM, MADAL&SA GROUNDNUTS, Agricultura Comercio de Olinda Fondo (ACOF)
- The project designed a business plan to OLINOTU, a private company located in Nacala's Moma district. OLINOTU is providing technical assistance to FACANA (a farmer's organization with 135 members 53% of which are women). The business plan was submitted to AgriFUTURO for a grant of approximately US\$ 45,000 to buy new agriculture equipment and fix an old tractor. Olinotu is going to invest US\$30,200 of its own funds and has requested a credit of US\$46,947 in bank loans. With this assistance, OLINOTU intends to produce 270 ha of groundnuts, sesame, beans, maize and cotton in the 1st year and 553 ha by year 5. The Project assisted OLINOTU in applying for a US\$ 25,000 loan from bank OM;
- The MD2 initiative is anticipated to be a project legacy. MULTIFRUTAS is the model and key to the pineapple multiplication program in the Nacala Corridor. During the quarter, the project drafted the business plan for MULTIFRUTAS. The plan demonstrates the sustainability of the project. Multifrutas has already invested US\$ 190,000 of its own funds for infrastructure development. Additionally, the company submitted a grant request for US\$75,000 to purchase irrigation equipment and other materials.
- The project also drafted the business plan for a company, MIGUEL FORTES E FILHOS LDA, a banana producer. The company will apply for a project grant of US\$45,000 to purchase equipment for sucker and other material transportation from Matanuska and Jacaranda Agricultura Lda. Production will be for domestic markets in Nampula and Pemba. Over the medium term, the company will focus on regional markets. The

company has invested US\$185,185 and is seeking a \$27,646 bank loan.

- The project technical team visited Agricultura Comércio de Olinda Fundo – ACOF in Zambezia, a seed production company based in Mocuba. ACOF contracts producers assisted by ADRA for seed production. ACOF is producing rice, beans, groundnuts and maize seed. AgriFUTURO will partner with ADRA to strengthen ACOF capacity. It will become the first service provider managed by women. Next steps include: evaluation of ACOF, business plan design, identification of appropriate technology for seed processing (cleaning, grading and packing), assisting ACOF with its branding, and assistance with a grant and/or financing.

ROLL OUT AND EXPAND FARMER OWNED SERVICE CENTERS (FOSC)

After several assessments to identify the best organizations capable of implementing the FOSC model, the following organizations were identified: Dombe and Rotanda cooperatives in Manica; a cooperative in Angonia in Tete, FedMoz (Federação de Agricultores de Alto Molocue) in Zambézia, IKURU in Nampula and UCASN and ALIMU in Cuamba in Niassa Province. However, the project is no longer assisting the 3 prospective cooperatives in Tete and Niassa. The project will continue to look for suitable associations/cooperatives capable of becoming FOSCS especially in Zambézia.

- The project technical team also visited ADRA's program in five districts of Zambézia (Mocuba, Maganja da Costa, Lugela, Pebane and Ile). ADRA is working with 27 unions with approximately 6,750 smallholders. The objective of the visit was to define new areas of cooperation and draft a joint plan of activities. AgriFUTURO will assist ADRA on the conversion of some unions into production and commercialization cooperatives. Next steps will include: introducing CISTER to ensure a market for beans (approximately 500 tons of pigeon peas); contact APAC to determine their capabilities/willingness to complete a cooperative training plan for ADRA staff ;
- The project technical team visited PRODEZA and met with Aldo De Kartzow - Chief Technical Advisor, Rosario Matavel - senior Agri-Business Advisor and Marika Malinen Advisor for food security. The purpose of the meeting was to discuss partnership with PRODEZA. PRODEZA is working in Maganja da Costa and Nicoadala with ADRA to establish producer cooperatives (ODPA - cooperativas distritais). Next steps: evaluate possible project cooperation with PRODEZA in the following areas: identification of new markets for groundnuts and beans; organization of smallholder producers; and development of the district cooperatives.

BUILD CAPACITY OF SERVICE PROVIDER IN THE TARGET VALUE CHAIN

- Association Dombe Barué and field technicians have benefited from training on techniques for producing maize, soy and sesame. Farmers also benefited from an introductory business training focusing on costs, profits, and income. This will be an on-going farmers' training program with the goal to have the cooperative transfer business and management skills to their members;
- Partnership AgriFUTURO/ASI (Agribusiness Systems International) a project funded by AGRA is interested in supporting the Association of Dombe with the agribusiness training and, potentially, financial support for the construction of produce collection points.

2.3 BUILD LINKAGES TO FINANCING SERVICES FOR AGRIBUSINESS DEVELOPMENT

- AgriFUTURO assisted the agribusiness development clusters (ASC) and potential

Farmers Owned Service Centers (FOSC) to access funds through different banks:

- Beira corridor: AgriFUTURO is working with Standard Bank, Banco Terra and BOM. Clients assisted to date: Njerendje training center and some Emerging Farmers,
- Nacala corridor: AgriFUTURO assisted agribusiness clients to access finance through Banco Terra, assisted clients are: CISTER Mozambique, Corridor Agro and Commercial Emerging Farmers, Lozane Farm, IKURU, OLINOTU;
- **Grant activities:** Under the Agribusiness Service Clusters (ASC) development, AgriFUTURO has identified eight candidates to receive grants (not to exceed US\$100,000) and has requested submission of concept papers and proposals. The project has also started monitoring grantees. Below is a summary of grantees;
 - During the 1st quarter of FY12, six grants were awarded:
 - a) Beira Corridor: Agro-Pecuária de Manica, Sementes Nzara Yapera Lda and ISPM
 - b) Nacala Corridor: Cister Moçambique and Sociedade Algodoeira do Niassa (SAN)
- Table 2 below presents the Grants Tracking Sheet describing applications by grant category/type, type of enterprise, amount requested and status. As demonstrated in the table, approximately US\$535,200 in grants was approved between March and December 2011.
- The project Task Order was modified to approve the following changes:
 - ASC Establishment Grant increased from US\$75,000 to US\$100,000 ;
 - Discretionary grant increased from \$5,000 to \$10,000
 - The amount of matching funds required reduced by 20% (50% to 30%)

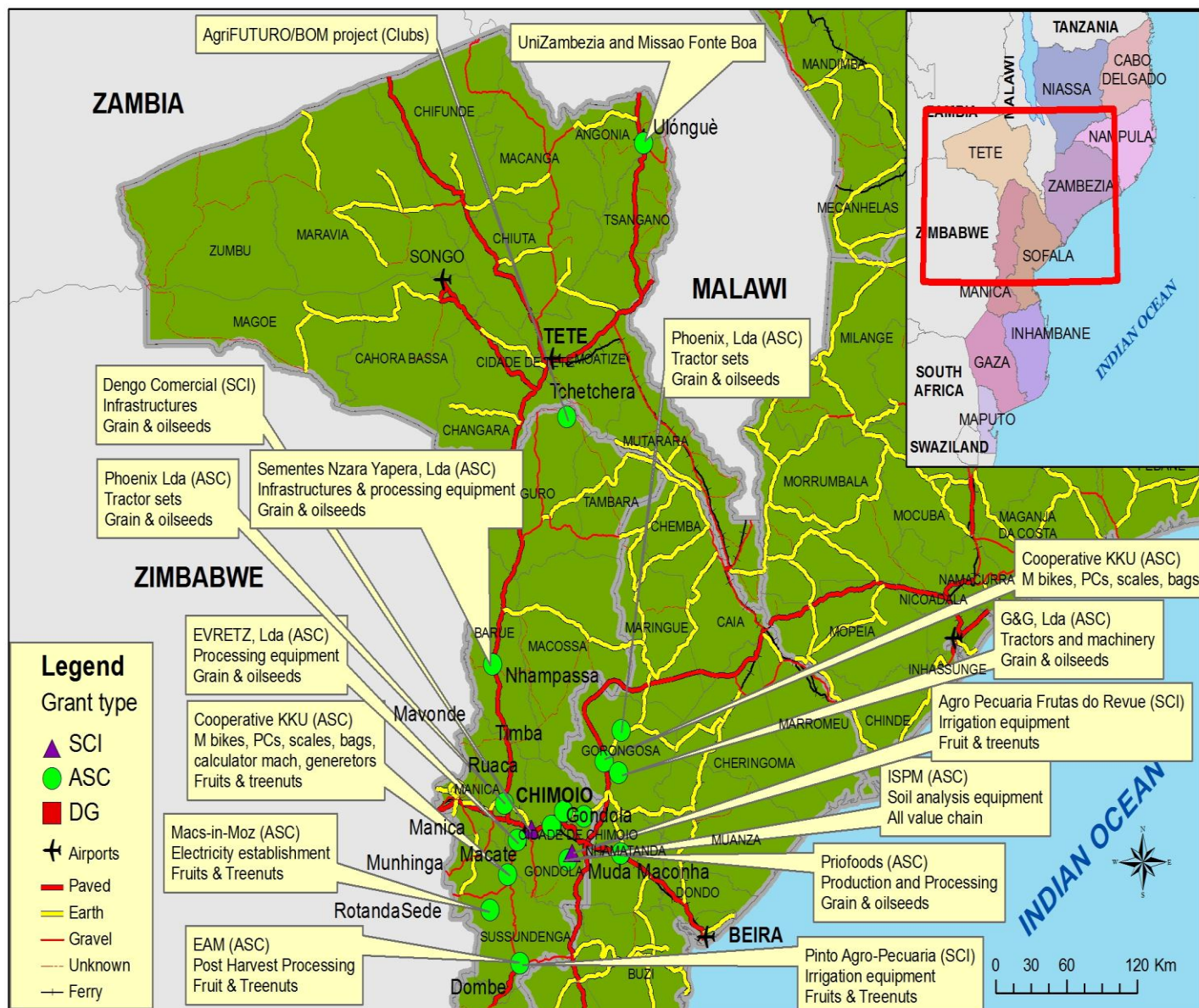
TABLE 2. GRANTS SUBMITTED AND STATUS

Clients Name	Grants Type	Purpose of the grant	Amount requested (US\$)	Status
Olinotu	ASC	Tractors and Machinery	46,000	1) The proposal went through evaluation 2) The process to be concluded in January 2012
Cister Moçambique	ASC	Tractors and Machinery	64,050	1) The process was concluded/approved by COTR/USAID in December 2011 2) Procurement process to start 2012
Agro-Pecuária Manica LDA	ASC	Processing equipment	75,000	1) Approved in November 2) Agreement signed in December 3) Procurement in progress
Sementes Nzara Yapera Lda	ASC	Infrastructures & Processing equipment	88,450	1) Approved in November 2) Agreement signed in December and 3) Procurement in progress
ISPM	ASC	Soil analysis equip.	75,000	1) Approved in November 2) Agreement signed in December and 3) Procurement in progress
Dengo Comercial	SCI	Construction of warehouse for seed processing plant	50,000	1) Proposal and ERF were approved by HO and Committee of Evaluation 2) Dengo Comercial needs to send a letter confirming approval of the bank loan as part of matching funds
Lucite Empreendimentos	ASC	Irrigation equipment	56,700	1) Concept approved 2) The proposal is on hold due to lack of an irrigation feasibility study for the scheme. AgriFUTURO is in the process of recruiting an STTA
G&G Gorongosa	ASC	Tractors and Machinery	75,000	1) Proposal under revision by VCL in coordination with the grantee

Clients Name	Grants Type	Purpose of the grant	Amount requested (US\$)	Status
SAN - Sociedade Algodoeira do Niassa	DG	Preliminary studies - field assessment, value chain and cost-benefit analyses and Pré-feasibility study)	5,000	1) Approved in December 2) Agreement under review by HO

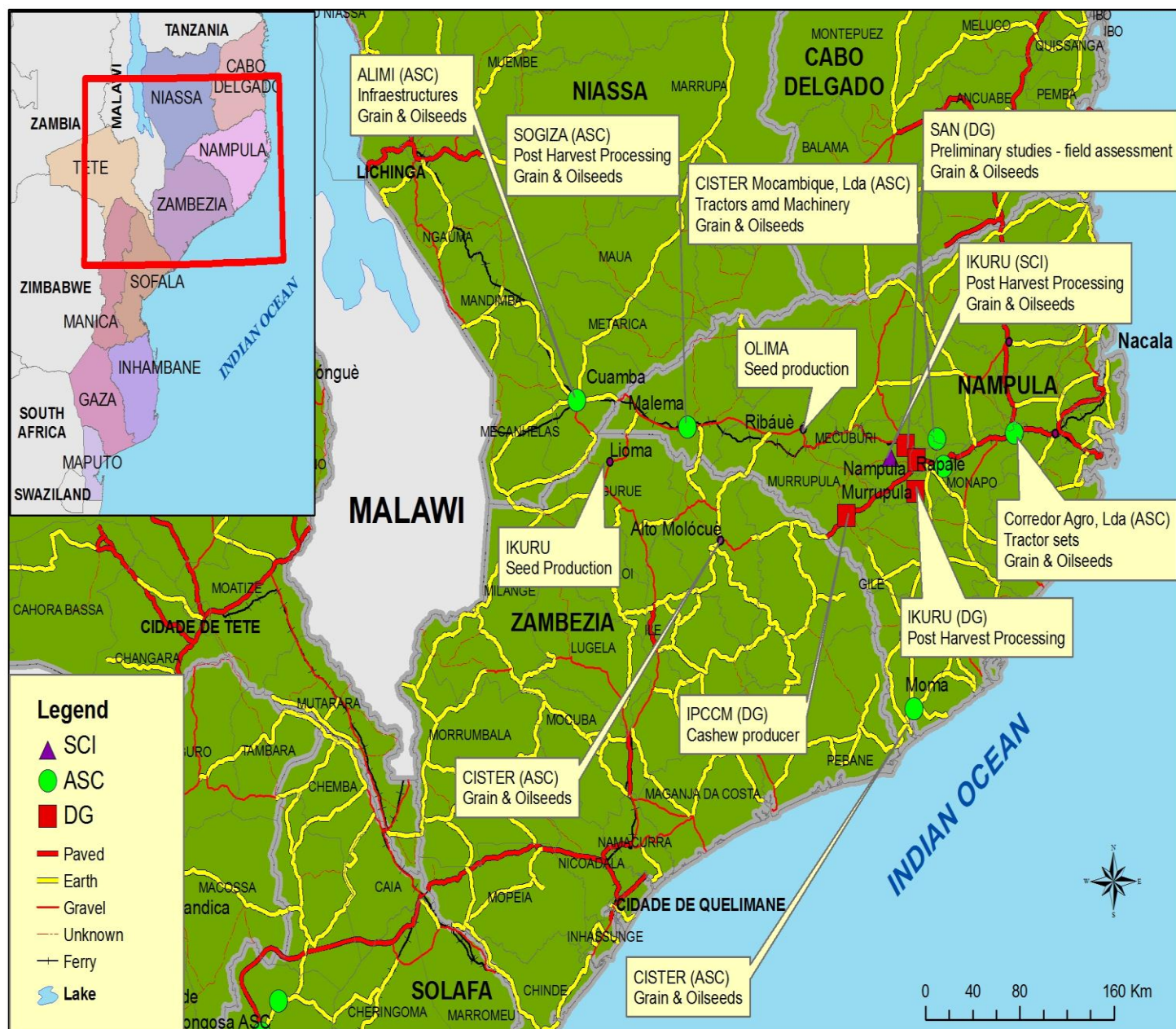
Source: AgriFUTURO, January 2012

FIGURE I: GRANTS ACTIVITIES IN BEIRA CORRIDOR



Source: AgriFUTURO, January 2012

FIGURE 2: GRANTS ACTIVITIES IN BEIRA CORRIDOR



Source: AgriFUTURO, January 2012

2.4 INCREASE AND STRENGTHEN PUBLIC – PRIVATE PARTNERSHIP

- The Project signed three MoUs; with Lozane Farms, Madal; and SA Groundnuts. An additional MoU was signed with IFDC (International Fertilizer Development Center).
- The project linked Dengo Comercial with the municipal office in Chimoio – Manica Province. The contact resulted in Dengo Comercial receiving an area appropriate for building a warehouse to be financed by AgriFUTURO.
- The project facilitated a public-private partnership between Fedamoz and the SDAE of Alto Molocué. Through the partnership improved seed will be supplied to smallholder producers of soybeans.

2.5 MEDIA ACTIVITIES AND COVERAGE:

During this quarter, project activities were covered by both private and public print and electronic media. Local newspapers also reported on specific project activities and events, increasing the project's visibility. For example, the 5th ACA Annual Conference held in July and September 2010 was widely covered by local media.

TABLE 3. PRESS RELEASE AND MEDIA CLIPPINGS

Media Name	Dates	MANCHETE/ TITLE
Jornal O País	12/12/2011	Human Resource development in the north: Northern governors meeting with private sector, civil society, UNILURIO and other technical schools and universities.
TVM	13/11/2011	Nacala Port Study results disseminated supported by IPEX
STV	11/11/2010	Friends of Agribusiness: Stakeholders meeting to discuss agribusiness constraints using AgCLIR as a base for discussion. Supported by CEPAGRI

Source: AgriFUTURO, January 2012

3. MAJOR UPCOMING EVENTS/ACTIONS FOR THE NEXT QUARTER

- Partners meeting: focus on the plans for FY12;
- Finalize and submit the work plan;
- Work on the new PMP based on new guidelines from the mission ;
- M&E regional training on new indicators and tools to improve the data collection process;
- Revision and modification of the questionnaires use to gather the project data

4. INDIVIDUAL PERFORMANCE INDICATORS BY CORRIDOR AND BY VALUE CHAIN

During the October – December 2011 period, AgriFUTURO monitoring activities were concentrated in both the Beira and Nacala corridors,.

Due to the changes mandated by FtF, it is important to identify the geographical location of the AgriFUTURO interventions. In Beira Corridor, the project is working in Manica Province (Manica, Barué, Sussudenga, and Gondola districts) in Tete Province until December 31st (Angónia and Tsangano Districts); and in Sofala Province (Gorongosa district.)

In October, the project was instructed to make a geographical shift by dropping Cuamba, Tsangano and Angónia as well as changes in value chains by dropping maize and forestry but introducing pulses. These changes will impact project results during the following years.

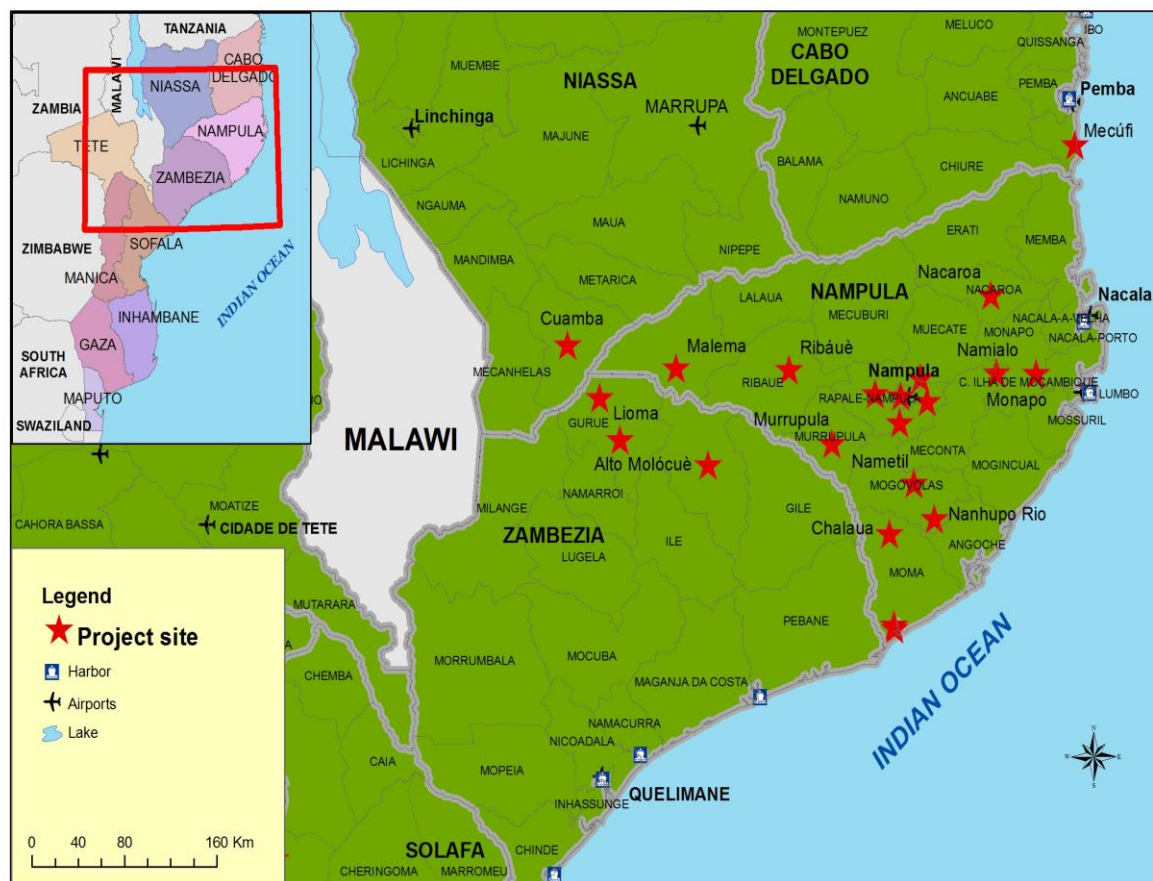
FIGURE 3: PROJECT INTERVENTIONS IN BEIRA CORRIDOR



Source: AgriFUTURO, January 2012

In Nacala Corridor, the Project is working in Nampula Province (Mogovolas, Angoche, Moma, Monapo and Nacaroa); in Zambézia Province (Gurué, Alto Molocué districts) and Niassa Province until December 31st (Cuamba district). Since October, the project has launched new activities and identified partners in Zambézia. District focus in Zambézia Provinceon is Chinde, Inhassunge, Namacurra and Nicoadala. The project has identified ADRA and PRODEZA as partners. A Public Private partnership with MADAL & SA Groundnuts has also been established to promote an outgrower program for groundnut production. Under the new partnership with ADRA the following districts will be included: Mocuba, Maganja da Costa, Lugela, Pebane and Ile.

FIGURE 4. PROJECT INTERVENTIONS IN NACALA CORRIDOR



Source: AgriFUTURO, January 2012

ACTIVITIES IN BEIRA CORRIDOR BY VALUE CHAIN:

During this period, most of the producers focus on land preparation and planting activities for soybeans, sesame and maize.. Uring the quarter, the project worked with the following partners/beneficiaries: *Agro pecuária de Manica*, *Associação de Bárue*, *Priofoods*, *Centro Educacional Njerenje*, *ASC Sementes Nzara Yapera*, *FOSC de Dombe*, *Dengo Comercial* and several fruit producers. However, marketing activities continue to take place during this quarter.

SOYBEANS VALUE CHAIN:

Value of new private sector investment: compared to other value chains the soybean value chain registered the highest investment during the period under review. The following are the interventions facilitated by the project in the soybean value chain.

ASC Sementes Nzara Yapera (SNY):

Through project assistance SNY was able to purchase two irrigation systems including pumps and associated pipes with capacity to irrigate 10-20 hectares. This equipment was supplied by the SDAEs of Barué and is valued at 700.000 Mts (US\$26,000). This equipment is credit from Government and Sementes Nzara Yapera paid 500,000 Mts (US\$19,000) to complete process of purchase. Additionally, to increase the provision of services to 10 emerging farmers (two are women), SNY purchased a planting machine valued at 175.500 Mts (US\$6,500). Sementes Nzara Yapera submitted a grant application for

FIGURE 5: EQUIPMENT PURCHASED BY SNY FOR THE EMERGING FARMER PROGRAM



Land preparation at Mrs. Peter from Sementes Nzara Yapera farm in Catandica.

US\$88,450 to purchase a tractor, planter, seed cleaning machine and finalize its warehouse.

AgriFUTURO is supporting *Agro Pecuária de Manica*, a private company producing soybeans. For this agricultural cycle, it purchased 10.5 tons of soybean seed in Gurué (Zambézia Province) at 45 Mts /kg. The company is working with 14 outgrower farming and plus its own production is totaling 27 ha. The company invested 488,098 Mts (US\$18,000) as working capital.

AgriFUTURO linked *the Associação de Bárue* with market of inputs. As result, 19 tons of seeds were purchased from Phoenix in Vanduzi by CLUSA at 25 Mts/kg. The members of this association also used an additional 7 tons of soybean seeds from the local seed bank. The

association invested 466.875 Mts (US\$17,000) to purchase inputs.

FIGURE 6: BLOCK FARMING AT ISPM FARM



Block farming at ISPM farm in Chimoio.

Number of jobs: The soybean value chain created 38 jobs three of which are women.

Number of rural households benefiting:

1,009 producers were assisted. Through *Associação de Barué* alone 762 farmers benefitted of which 112 are women and 650 men. 247 smallholders received technical assistance from PrioFoods in the Gorongoza and Sussudenga areas. Centro Educacional Njerenje is providing assistance to three graduate students from ISPM who are farming 7 ha blocks. For this program, TNS provided 700 kg of seed and 1.400 kg of fertilizer as credits to be paid after the harvest.

SESAME VALUE CHAIN:

Associação de Dombe plans to produce 1,605 ha of sesame. Farmers associations in Dombe were preparing crop areas this quarter. Part of the inputs have been purchased and some producers started to plant by the end of the quarter.

BEANS VALUE CHAIN:

More information will be provided on beans during the next quarter. Due to the late inclusion of beans as a project value chain and the loss of districts in Tete, Beira VCLs spent the quarter working with associations and identifying markets as well as who, where and which types of beans would be planted. *Associações de Barué's* 309 producers and other growers in Manica have planned to farm 405 ha of beans including 374 has of pigeon peas and 31 has of common beans. The project will assist in identifying markets.

MANGOES VALUE CHAIN:

The main actors within this value chain are: Pinto Agro-Pecuaria, Lucite Empreendimentos, EAM, Frutas de Revué. The main constraint faced by the fruit sector in Beira is the fruit fly invasion. *Pinto AgroPecuaria* continues to farm without exporting his mangoes. He also has not certified with Global Gap. EAM continues to export its own and other farmers produce, but this year they refused to export Pinto's mangoes to the Middle East because this market requires Global GAP. Another factor constraining this value chain is lack of irrigation schemes. During the first quarter of 2012, the project will hire STTA to address environmental issues as required by USAID regulations in order to support two companies, *Frutas de Revué and Lucite Empreendimentos*, with irrigation systems that will allow crop expansion. With the irrigation system, Lucite will be able to increase its plantation from 12 ha to 20 ha. The Portuguese juice company, Compal has plans to expand its operations to Mozambique. The project has initiated contact with Compal and hope to introduce Beira growers to the company. Creating a local market while waiting for a resolution to fruit fly issues, will greatly benefit this corridor's grower.

Value of new private sector investment: The Company *Pinto Agro -Pecuaria* a mango producer invested 60,000 Mts (US\$2,200) to purchase pesticides and fertilizer.

Number of jobs: This value chain generated 13 new jobs: 12 from *Pinto Agro-Pecuaria* and one from *Lucite Empreendimentos*.

ACTIVITIES IN NACALA CORRIDOR BY VALUE CHAIN:

Project activities in this period focused on preparation for 2011/2012 the agricultural season as well as domestic and international marketing activities. In addition, the project assisted various clients to in secure finance, particularly for the purchase of land preparation services and agricultural inputs.

GRAIN AND OILSEED VALUE CHAINS:

Number of jobs: a total of 589 jobs were created during the quarter for this value chain.

Number of food security private enterprises: During this quarter the project collaborated with IKURU, CISTER, Olinuto, ALIMI Cooperative and the PROSOJA, and SANA Projects. Total farmers organizations assisted reached 1,076 farmer's in Nampula and Zambézia Provinces.

Number of rural households benefiting: The number of rural households benefited during the quarter reached 61,072 families. These families benefit from a range of services starting with technical assistance in production, access to inputs, markets and new technologies.

SOYBEAN VALUE CHAINS:

Value of new private sector investment: Lozane Farms, a new ASC located in Alto Molocue (Zambézia Province), invested a total of US\$238,309 to start the agricultural season. IKURU also made an investment of \$28,000 to purchase seed cleaning equipment that will add value to the final product.

Number of jobs: A total of 161 jobs were created, reflecting only jobs created within IKURU during marketing activities.

Number of rural households benefiting: 8,026 household beneficiaries received assistance from partners promoting soy in Gurué and Alto Molocué districts.

Value of incremental sales: The value of sales reflects sales by IKURU and producer organizations that still had some quantities in stock. During this period 288.2 tons were sold valued at US\$ 235,213

Number of food security private enterprises: The project facilitated the link between smallholders and the following main buyers of soybeans: Frango King, Alif-Química, Lucky Comercial, Saíde Comercial, Abílio Antunes and JFS.

Value of Agricultural and Rural Loans: Between October and December, credits totaling US\$ 161,193.36 were made available, representing loans to purchase inputs and land preparation.

SESAME VALUE CHAIN:

The agricultural cycle for this crop is in its early stages because this crop is a planted later in the agricultural season (a 2nd season crop).

Value of new private sector investment: October through December, IKURU invested US\$ 56,000 on cleaning and processing equipment .

Number of jobs: 47 new jobs were created between October and December.

Value of exports: IKURU and OLAM exported sesame to China valued at US\$76,372.50. Product was purchased from farmers' organizations assisted by the project.

Value of incremental sales: 60 tons were sold by firms and producer organizations, representing sales of US\$78,503.

BEANS VALUE CHAIN:

Value of new private sector investment: The total value invested in this VC was US\$ 135,484.61 from which US\$ 115,384.61 belongs to CISTER. The investment represents the purchase of farm equipment and other agricultural products. .

Number of jobs: Not available this quarter.

Value of exports: OLAM exported to international markets a value of US\$ 76,372.50. OLAM purchased from ALIM cooperative and producer organizations assisted by the project.

GROUNDNUTS VALUE CHAIN:

Value of new private sector investment: The value of the new private sector investment in groundnuts was US\$ 28,000, which represents the investment made by IKURU to purchase cleaning equipment and selection of grain to be sold to international markets.

Number of jobs: This VC created 361 jobs resulting from contracts with IKURU to clean and select groundnuts.

Value of exports: The value of groundnut exports was US\$ 192,690 this value reflects exports from IKURU to the Netherlands.

Value of incremental sales: Farmer's organizations (associations, forums and cooperatives) received a total of US\$ 1,045,635.70 from sales of groundnuts.

Number of food security private enterprises: The project facilitated link with the following main buyers of groundnuts: CISTER, IKURU, Gani Commercial and Grupo Gulamo. To ensure low levels of aflatoxin in groundnuts IKURU has an MoU with the University of UNILURIO to perform pre-tests before further controls are completed in South Africa.

Value of Agricultural and Rural Loans: This value chain mobilized total credits of US\$ 1,010,142.15.

CASHEW VALUE CHAIN:

In partnership with AICAJU, the project is providing technical assistance through two dedicated consultants. The activities with AICAJU included:

- JETRO Japan visit to Mozambique with the following objectives: i) To understand the cashew sector: supply and quality of the nuts processed locally; ii) review the type of equipment used; iii) enforcement of standard of quality, security and hygiene; iv) review international market opportunities for Mozambican cashew nuts; v) establish partnerships with local processors and other exporters.

A conclusion derived from this visit was that Mozambican cashew nuts have poor quality and that producers mix quality.

- Exports of cashew will begin in January. Only those who can prove that they worked with local processing plants will be authorized to export. There are 13 exporters registered and they plan to export 19,560 tons of cashews. However, as of December only 7,038 tons were processed. The main exporters are: Export Marketing, Indo África, Casa Modi, Casa Damodar, Gani Comercial, Fabin Chandersy, Olam Mocambique, Releable Agro Company, AM Trading, Maviga, Parie Investment, Century and JUMMA LDA .
- In terms of purchases from smallholders the plan is to purchase 31.350 tons. As of December, only 19.398 tons had been purchased. The producer price was between 12 Mts and 15 Mts/Kg. Smallholders' cashew income was approximately 261.1873.000 Mts (US\$ 9,699,000) at an average price of 13.5 Mts/Kg. By the end of December, some buyers started to pay between 17 Mts and 18 Mts/Kg. Assuming an average price of (17.5 Mts/Kg) means that the cashew sector contributed 339,465,000 Mts (US\$ 12, 572, 777) to smallholder income. Buyers include: Condor Caju, Condor Nuts, Olam Angoche, OLAM Monapo, Olam Geba, Olam Namige, Caju Ilha do Lumbo, Caju Ilha de Angoche, Khan Mecua, IPCCM, Korosho, MAP, Maziotela and Moma Caju.
- Between October and December, the project observed a dynamic marketing activities in the major harvesting areas of Nampula Province: Memba, Itoculo, Mogovolas, Mongicual , Menconta, Muecate and Angoche.
- As of December the FOB price was not officially known.

FRUITS VALUE CHAIN:

Within this corridor the project assisted Jacaranda and Matanuska both Banana companies.

Value of new private sector investment: US\$200,000 was invested by Jacaranda. We are still missing data from Matanuska.

Number of jobs and rural households benefiting: Jacaranda generated 30 jobs between October and December and approximately 750 families benefitted. All this jobs were permanent.

Value and volumes of incremental sales: Volume of Jacaranda's domestic sales was 144 tons valued at US\$10,285.10. We are still trying to get Matanuska's sales and export volumes for the period.

POLICY INDICATORS

Numbers of Policies/Regulations/Administrative Procedures in each of the following stages of development as a result of USG assistance

AgriFUTURO continues to work with local stakeholders to build a roster of advocates for agribusiness policies including the improvement of CSO capacity. Examples of associations assisted include: FRUTISUL, the regional integrated association for fruits and nuts (Beira Corridor), integrated cashew value chain associations, and Friends of Agribusiness. During the period October to December the project supported the establishment of:

- Nampula business discussion forum: The Project provided technical assistance to prepare the ToR and identify relevant members for this group. The first meeting was held in in

December 19, 2011.

- Mozambique Fruit Federation: Initiated efforts to establish this Federation
- Friends of Agribusiness forum: Meeting held to establish the group and discuss priorities for implementation. Group established on October 11, 2011

Following Table 4 represents the Civil Society advocacy groups that the project has engaged in order to build capacity.

TABLE 4. CSO STRENGTHENED ADVOCACY CAPACITY

CSO Strengthened Advocacy capacity	Organization Description	Assistance finished in this quarter of FY2012				Type of Assistance
		Q1	Q2	Q3	Q4	
Civil Society Groups						
Nampula business discussion forum created	Established to facilitate dialogue between Government of Nampula and Private sector (private sector, government and relevant development agencies)	1				Provided technical assistance to prepare the ToR and identify relevant members for this group, meeting held in December 19, 2011
Mozambique Fruit Federation	Initiated efforts to establish this Federation	1				Prepared an SOW for technical assistance. Continued discussions with Frutisul to assist in establishing a national federation
Friends of Agribusiness forum	group of entities and individuals interested in policy constraints in Agribusiness (private sector, government, development agencies and donors)	1				Meeting held to establish the group and discuss priorities for implementation, established on October 11, 2011
TOTAL by quarter		3				

Source: AgriFUTURO, January 2012

Legend:

Q1 = October - December

Q2 = January - March

Q3 = April - June

Q4 = July - December

TABLE 5. NUMBERS OF POLICIES/REGULATIONS/ADMINISTRATIVE PROCEDURES IN EACH OF THE FOLLOWING STAGES OF DEVELOPMENT AS A RESULT OF USG ASSISTANCE

Source: AgriFUTURO, January 2012

Policy following process:	Policy description	Policy Accomplished in which Stage					Policies Advanced Through CSOs:	GOM reformed policies with USG support:	Result achieved
		Analyzed	Presented for Consultation	Presented for enactment	Approved	Implementation begun			
		Stage 1	Stage 2	Stage 3	Stage 4	Stage 5			
Nacala Port study	Analyzed port efficiency to improve it	q2 (2011)	q3 (2011)			q1 (2012)	FRUTINORTE (Being created) and Private sector/Government forum		Groups established to implement recommendations and implementation of recommendations in progress
INCAJU Master plan	Seek privatization of cashew nurseries	q2 (2011)	q3 (2011)	q3 (2011)	q4 (2011)	q1 (2012)	AICAJU		Establishment of private nurseries has been initiated
AgCLIR policy constraints	Recommendations of major constraints for Agribusiness development	q3 (2011)	q1 (2012)				Friends of Agribusiness forum		Prioritization of the recommendations of the AgCLIR assessment for immediate implementation
Beira Port efficiency analysis	Analyze efficiency of the port of Beira						ACIS Beita, Fruticentro		To be initiated q2 (2012)
Nacala corridor Analysis	Analysis of the investment opportunities for the Nacala Corridor						BAGC		To be initiated q2 (2012)
TOTAL by Stage			1			2			

5. ANNEX A: PERFORMANCE INDICATOR

TABLE 6. PROJECT PROGRESS INDICATORS

	FY 2012		
INDICATORS AND DISAGGREGATION	Targets	Q1	Observation
Private Investment Mobilized (in Million US\$)			
Actual/New	\$25,360,584.10	\$769,490	
New Jobs Created			
Male & Female New	8,976	731	
Male & Female Contin.	19,478		
<i>Male</i>			
Actual/New	6,046	526	
Continuing	13,126		
<i>Female</i>			
Actual/New	2,930	205	
Continuing	7,346		
Value of targeted exports (in Million US\$)			
<i>International Exports</i>			
Maize	0	0	No longer working within this VC.
Soy Bean	0	0	There is no exports of Soybeans
Sesame	6,207,778	891,501	
Groundnut	766,500	192,690	
Banana	41,213,573		
Mango	274,200		At the time of the reports data from the mango producers were not available
Pigeon peas	227,250		The project was not collecting this information and we will start on the 2nd quarter of the FY2012
Cow Peas	0		
Beans	181,800		
Cashews	12,494,325		
TOTAL	61,365,426		
<i>Regional Exports</i>			
Maize		0	
Soy Bean		0	
Sesame		0	
Groundnut		0	
Banana		0	
Mango		0	
Pigeon peas		0	
Cow Peas		0	
Beans		0	
Cashews		0	
TOTAL			
Volume of targeted exports (in Tons)			
<i>International Exports</i>			
Soy Bean	0		
Sesame	5,643		

Groundnut	426		
Banana	0		
Mango	249		
Pigeon peas	227		
Cow Peas	0		
Beans	135		
Cashews	0		
<i>Regional Exports</i>			
Soy Bean		0	
Sesame		0	
Groundnut		0	
Banana		0	
Mango		0	
Pigeon peas		0	
Cow Peas		0	
Beans		0	
Cashews			
# of rural HH benefitting directly from USG interventions			
Total RRHHs benefited	75,864	62,643	Most of the contribution is coming from sesame and groundnuts
Male Total	51,412		
Actual/New	10,092		This is a new disaggregation
Continuing	41,320		This is a new disaggregation
Female Total	24,452		
Actual/New	5,378		This is a new disaggregation
Continuing	19,074		This is a new disaggregation
Value of incremental sales (collected at farm level) (in Million US\$)			
Soy Bean	\$5,943,685	\$235,213	
Sesame	\$3,867,883	\$78,504	
Groundnut	\$1,771,572	\$1,045,636	
Cashew	0	\$9,699,000	The figure of cashew value of sales was provided by Aicaju as a result of the work that the project is doing. This amount was calculated based on the average price of sales of 13.5 Mts/kg at farm gate
Mango	40,000	N/A	
Pineapple dom.	0		
Banana	90,000	10,285	This is just representing Jacaranda's sales
Pigeon Peas	167,500		
Cow Peas	311,500		
Beans	144,000		
TOTAL	12,336,140		
Volume of incremental sales (collected at farm level) (in Tons)			
Soy Bean	267,280	288	
Sesame	4,882	60	
Groundnut	1,500	553	
Cashew	0	19,398	

Mango	350	N/A	
Pineapple dom.	0		
Banana	100	144	
Pigeon Peas	394		
Cow Peas	1,606		
Beans	1,253		
# of enterprises receiving business development services			
Total # of enterprises	7,645		
EF Total	119		
Actual/New	0		
Continuing	0		
FA (FA w/i FOOSC) Total	7,503		
Actual/New	0	1,069	
Continuing	0		
Processors Total	10		
Actual/New	0		
Continuing	0		
Input suppliers Total	13		
Actual/New	0		
Continuing	0		
Value Agricultural loans			
Total Value Agricultural loans	23,047	1,630,451	
Backed up by DCA	7,909		
Male loan recipient	5,226		
Female loan recipient	2,683		
Not backed up by DCA	15,138		
Male loan recipient	9,940		
Female loan recipient	5,198		
# of public-private partnerships formed as a result of AgriFUTURO assistance			
Total PPPs (excl public)	9		
ASC w/ EF	6		New disaggregation
FOOSC	3		New disaggregation
GDA w Private Co	0		New disaggregation
Financial: DCA	0		New disaggregation
Financial: non DCA	0		New disaggregation
Public Org	6		New disaggregation
# of hectares under improved technologies or management practices as a result of USG assistance			
# hectares improve tech	69,188		New disaggregation
# of ha improv. seeds	52,423		
Male Total	35,333		
Actual/New	9,365		
Continuing	25,968		
Female Total	17,090		
Actual/New	4,818		
Continuing	12,272		
# of ha mechanization	11,385		
Male Total	7,657		
Actual/New	1,814		
Continuing	5,843		

Female Total	3,728		
Actual/New	967		
Continuing	2,761		
<i># of ha inoculants</i>	5,380		
Male Total	3,776		
Actual/New	686		
Continuing	3,090		
Female Total	1,604		
Actual/New	284		
Continuing	1,320		
# of private enterprises and producers organizations that applied new technologies or management practices			
Total # organizations	7,645		New disaggregation
EF Total	119		
Actual/New	38		
Continuing	81		
FA (FA w/i FOSC) Total	7,503		
Actual/New	3,907		
Continuing	3,596		
Processors Total	10		
Actual/New	6		
Continuing	4		
Input suppliers Total	13		
Actual/New	9		
Continuing	4		
# of farmers and others who have applied new technologies or management practices as a result of USG assistance			
Total applying tech.	51,971		New disaggregation
Male Total	35,010		
Actual/New	9,042		
Continuing	30,504		
Female Total	16,962		
Actual/New	4,690		
Continuing	12,272		
# of members of legalized cooperatives and farmers associations (Smallholders members of FOSC)			
Total Male & Female	61,575		New indicator
# Males	40,782		
# Females	20,793		
Number of policies, regulations, administrative procedures:			
Analyzed	6	0	
Presented consult.	6	1	Presentation of the AgriCLIR recommendations
Presented enactment	4	0	
Approved	2	0	
Implem. begun	1	2	This is outcome level: Two events have started to be implemented: (1) is the implementation of the Nacala Port recommendations; (2) the establishment of private nurseries has been initiated.

